

After a strong 2013, we saw a decrease of approximately 6% in 2014. The first half of 2014 slowed down considerably with an 8% decrease in sales volume over the first half of 2013. The second half of 2014 improved slightly, showing only a 4.6% decrease over the 2nd half of 2013.

The good news is that average and median sale prices are up in all areas of town. The decrease in sales is concentrated almost entirely in Riverside, which has seen a drastic decrease in inventory for potential buyers. Even with the reduction in sales, Riverside still experienced a Seller's Market nearly every month in 2014, which is great news if you're thinking of selling in Riverside.

Area/Zip Code	# of Solds 2014	# of Solds 2013	Average Sale Price 2014	Average Sale Price 2013
Greenwich/06830	195	184	\$3,422,423	\$2,872,700
Greenwich/06831	145	143	\$2,910,663	\$2,566,251
Cos Cob/06807	67	68	\$1,254,599	\$1,241,224
Old Greenwich/06870	104	106	\$2,573,710	\$1,753,566
Riverside/06878	96	145	\$2,000,920	\$1,962,381

Greenwich Year End Review 2014

For updated information on sales activity and statistics, visit The Lewis Report at MyGreenwichHomes.com. The Lewis Report is a weekly report of most recent residential real estate sales activity in Greenwich.

If you, your friends, family members or your colleagues are considering a move in 2015, please give me a call.



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An overview of 2014 Greenwich Home Sales:

- 607 Single Family Homes Sold
- 593 Executed Contracts
- Average Sale Price: \$2,690,660
- Median Sale Price: \$1,881,500
- Average Days on Market: 166
- 187 Condominiums/Co-Ops Sold
- 191 Executed Contracts
- Average Sale Price: \$861,862
- Median Sale Price: \$682,000
- Average Days on Market: 152

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Greenwich Year End Review 2014

By Kaye Lewis



While 2014 was a slightly slower year all around, it was still an exciting year for me. Last January, I made the move back to Coldwell Banker Previews International/Greenwich Fine Properties, and am now located just a block from Greenwich Avenue at 189 Mason Street. Coldwell Banker Previews is the leading seller of luxury homes in Greenwich and currently sells more luxury homes in town than any other firm. Along with this comes a wealth of marketing and information to help me serve my clients even better.

In August of 2014, my clients Doug and Daneen Grabe opened Little Pub Greenwich. Their third Little Pub is now located at 531 East Putnam Avenue in Cos Cob. I represented them in the purchase of the building in September 2013 and could not be more pleased to see this excellent, locally owned and operated restaurant thriving here in town. After nearly a year of renovations inside and out, Little Pub is now a very welcome addition to the Greenwich restaurant scene offering great food, generous drinks, and a lively pub atmosphere.



Affiliations

National Association of Realtors
 Connecticut Association of Realtors
 Greenwich Association of Realtors

Designations:

ABR, ASP, CIPS, CRB,
 e-Pro, PSCS, SRES

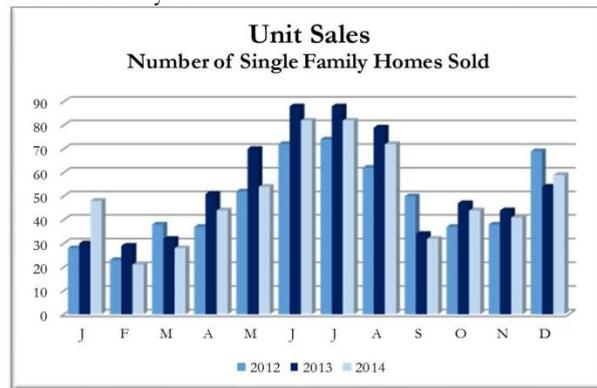
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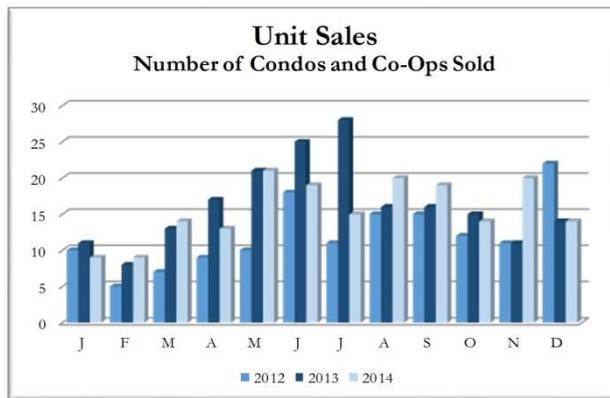
Greenwich Year End Review 2014

Year end statistics are in on Single Family Homes in Greenwich for 2014. Buyer activity decreased in 2014 from 2013; sales volume was down about 6% since 2013, with 607 single family homes sold in 2014 vs. 646 in 2013. However, the average single family home price is up a staggering nearly 20% to \$2,690,660. The Greenwich MLS Sales to List Price ratio is down very slightly from 94.00% in the 2013 to 93.88% in 2014, showing that successful sellers are pricing their homes to sell and educated buyers recognize this. Average days on market is up about 6% to 166 days. The median days on market, however, is only 98 days, showing that more than half of the homes sold in 2014 went to contract in less than 100 days.



MEDIAN SALES PRICE

The Median Sales Price for 2014 is up a considerable 11.08% over 2013 with prices of \$1,881,500 vs. \$1,693,750 respectively. This shows that while the lower tier of the market recovered quickly and continues to perform well, the upper end is continuing to follow suit.



CONDO SALES

While condo and co-op sales in 2014 were down slightly in comparison to 2013, the condo and co-op market is still outperformed 2012 by nearly 30%. The average sales price of condos and co-ops in 2014 was up 8.4% over 2013 at \$861,862, and the median sales price was also up 7.4% to \$682,000.

If your home is currently listed for sale or you are currently under contract with a broker, this is not intended as solicitation.

Greenwich Year End Review 2014

From Shaun Michael Malloy of NE Moves Mortgage:

2015 is shaping up to be a good year for the mortgage industry with the 30 year fixed predicted to stay below 4% potentially dipping to 3.4%. Factors influencing rates include the dropping price of oil, the job market, and the Federal Reserve. Although the unemployment rate is below 6%, the economy boost has not materialized, making the Fed reluctant to raise rates. With oil prices continuing to fall, which is a good thing, this pressures inflation below the 2% Fed target. A strong US dollar also factors into the mix. All in all, people will be better off economically in 2015 (unless you are in the oil business) with low interest rates to spur both new purchases and refinancing.

A SELECTION OF HOMES SOLD IN 2014



GREENWICH 06830 | Sold for \$3,372,500



GREENWICH 06831 | Sold for \$2,160,000



RIVERSIDE 06878 | Sold for \$1,400,000



COS COB 06807 | Sold for \$1,250,000



RIVERSIDE 06878 | Sold for \$970,000



GREENWICH 06830 | Sold for \$485,000